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# Managing Services Procurement in DoD

Jeffrey Parsons

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**U.S. Army Contracting Command**



# Managing Services Procurement in DoD

## Panel #20

**Mr. Jeffrey Parsons**  
**Executive Director**  
**13 May 10**

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## ***Agenda***

- Service Contracts Magnitude
- Proposed Legislation: IMPROVE Acquisition Bill
- Army Management and Oversight
- Strategic Sourcing
- Research Presentations



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## ***Magnitude of Service Contracts***

- DoD Services Contract Obligations
  - FY 01 – 08: \$92B to over \$200B
  - FY 09: \$207B
- Outpacing requirements for supplies/systems
- Permanent and growing reliance
- Demands senior leadership attention



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## ***Proposed Legislation***

# ***Implementing Management for Performance and Related Reforms to Obtain Value in Every (IMPROVE) Acquisition Act***

Aimed at overhauling 80% of defense acquisition spending

- Defense Acquisition System
  - DOD required to create metrics for defense acquisition system with specific goals and standards for each metric
- Financial Management
  - Requires preferential treatment to DOD components ready for audit before Sept 2017
- Defense Acquisition Workforce
  - DOD will develop and manage a highly skilled professional acquisition workforce where excellence and contribution to mission is rewarded
- Industrial Base
  - DOD must expand defense industrial base by identifying non-traditional suppliers





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## ***Army Management and Oversight Processes***

- Service Contract Approvals
- Contractor Manpower Reporting
- Army Service Strategy Panels (ASSP)
- Peer Reviews (Pre and Post Award)
- Operational Contract Support (OCS)
- Contracting Officer Representative (COR)
- Enhanced Contract Management



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## ***Strategic Sourcing Initiatives***

<b>Army-Wide</b>	<ul style="list-style-type: none"><li>• Army-wide maintenance spend analysis</li><li>• Implement and institutionalize Governance Process</li><li>• Army-wide HR Solutions spend analysis</li></ul>	
<b>Installation Management Command</b>	<ul style="list-style-type: none"><li>• Food Services</li><li>• Environmental Services</li><li>• Roofing Services</li><li>• Municipal Services</li><li>• Video Teleconferencing (VTC)</li></ul>	<ul style="list-style-type: none"><li>• Maintenance &amp; Repair Services</li><li>• Non-Tactical Vehicles</li><li>• Copying &amp; Printing Equipment</li><li>• HVAC</li><li>• ADPE</li></ul>
<b>Asst. Chief of Staff, Installation Management</b>	<ul style="list-style-type: none"><li>• <i>Opportunity Analysis Recommendations</i></li><li>• ADP Services</li><li>• Furniture</li></ul>	<ul style="list-style-type: none"><li>• Systems Analysis &amp; Development</li><li>• IT Hardware</li><li>• ACSIM Procurement Systems/Processes</li></ul>
<b>Training &amp; Doctrine Command</b>	<ul style="list-style-type: none"><li>• <i>Opportunity Analysis Recommendations</i></li><li>• Education Services (Primarily instructors)</li><li>• Staff Support</li><li>• Training Aids and Devices</li></ul>	<ul style="list-style-type: none"><li>• Temp &amp; Admin Services</li><li>• Spend View/Price Benchmarking improvements</li><li>• Procurement streamlining &amp; quality improvements</li><li>• ADP and Telecommunications Services</li></ul>
<b>Forces Command</b>	<ul style="list-style-type: none"><li>• Opportunity Analysis—Following commodities identified as being high potential: Role Players/Foreign Language Speakers, Rental/Lease – Support Equipment &amp; Training, and Education Services</li></ul>	



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## ***Presentations***

**The Changing Face of Procurement Policy: An Innovative Approach to Competing Requirements** -- Brian Johnson, Department of Veteran Affairs

**Services Supply Chain in the Department of Defense: Comparison and Analysis of Army, Navy, and Air Force Empirical Survey Results** – Dr. Aruna Apte, Dr. Uday Apte and Dr. Rene Rendon, Naval Postgraduate School

**General Services Administration Streamlines the Procurement of Construction Services** -- Jeffery Meyer and Stephanie Witt, General Services Administration, Jacob Kashiwagi and Dean Kashiwagi, Arizona State University